

ESTABLISHED 1889.



BRANCHES:

FLAGSTAFF, ARIZONA.
WILLIAMS, ARIZONA.
PHOENIX, ARIZONA.
WINSLOW, ARIZONA.
HOLBROOK, ARIZONA.
KINGMAN, ARIZONA.
TUCSON, ARIZONA.

GENERAL MERCHANTS

NAVAJO BLANKETS & CURIOS.

Flagstaff, Arizona,

January 31, 1924.

INDIAN TRADING POSTS:

TUBA, ARIZONA.
RED LAKE, ARIZONA.
CANYON DIABLO, ARIZONA.
TOLCHACO, ARIZONA.
KAYENTA, ARIZONA.
CIBECUE, ARIZONA.

Mr. Charles F. Lummis,
200 East Avenue 43,
Los Angeles, California.

Dear Sir:

Please quote us your wholesale prices
on your new book "Spanish Songs of Old Califor-
nia."

Very truly yours,

BABBITT BROTHERS TRADING CO.

WBL-JB

By

A large, stylized handwritten signature in dark ink, likely belonging to a representative of Babbitt Brothers Trading Company, is written over the typed name.

A large, stylized handwritten mark, possibly a signature or initials, is written in the bottom left corner of the page.

BABBITT BROTHERS TRADING COMPANY

GENERAL MERCHANTS
NAVAJO BLANKETS AND CURIOS

FLAGSTAFF, ARIZONA

NAVAJO RUGS RAPIDLY BECOMING A LOST ART.

Many years ago, long before the white man was known in the Great South West, Navajo Indians were weaving their own blankets, clothing, etc. from the pulled wool of sheep which they raised for that purpose. They carded, spun and wove the blankets by hand and this is still done by the old and feeble squaws who will never forget how to weave a beautiful blanket until they pass into the Happy Hunting Grounds.

It is interesting to the tourist in the Navajo Country to ride among a land of barren mesas, rocks, and twisted pinons, and find a ragged Navajo Squaw under the shelter of a pinon tree squatted before a loom made of three sticks, a rope and some stones weaving a beautiful, more durable rug than is turned out by the costly looms of Europe, Asia, or America. A stick holds the alternate cords of the wool apart in opposite directions and thus enables her to run the successive threads of the warp across. It is little wonder that these rugs will hold water and stand the tramping of a lifetime, as each thread across the wool is pounded down with force by a forked stick.

Navajo rugs are made entirely of wool. White, black, brown, grey and red are the colors used. All colors are natural except the red. The brown is taken from the belly of certain sheep and the grey is made by spinning the white and black until the proper color is obtained.

The designs are characteristic and admirably worked out. The weaver traces the pattern on sand before beginning the most intricate design but for simpler ones the squaw composes it in her head as she progresses. Each and every pattern has a meaning. It requires from two to twelve months of hard work to make one rug, all according to size and design.

Owing to the increased number of Schools on the Reservation which forces the children to attend School at an early age, those who do not find employment elsewhere, return to the primitive mode of living, but have quite lost the art of weaving. It is only a matter of a few years until these rare specimens of Indian Handicraft will be gone forever.

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BABBITT BROTHERS TRADING COMPANY

GENERAL MERCHANTS
NAVAJO BLANKETS AND CURIOS

FLAGSTAFF, ARIZONA

-2-

We, the undersigned, are situated in the heart of Navajo Country, operating nine trading posts on the Reservation, where we procure our Blankets, Baskets, and Silverware direct from the Indians, by trading merchandise to them for their wares and therefore can sell at the lowest prices at all times.

Remember, if you invest in one of these rugs now and use it for twenty years, you can resell it for ten times the amount you pay.

They are very appropriate for the home, fireplace, bath, porch, office or den.

Prices of these rugs vary according to quality of weave and design.

To responsible parties we will ship on open account, others will please remit when ordering or we will ship C. C. D.

Yours very truly,

BABBITT BROTHERS TRADING COMPANY.

WBL/MS

Feb. 4, 1924.

Babbitt Bros.
Flagstaff, Ariz.

Gentlemen:

Wholesale price on my new Book "Spanish Songs of Old California" 30% off.

In lots of 50 I can give you 40% off. In both cases you pay the carriage.

The Book is already in its Third Edition and going strong.

Yours truly,

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CIBECUE, ARIZONA

Flagstaff, Arizona,
February 13, 1924.

Mr. Charles F. Lummis,
200 East Avenue 43,
Los Angeles, California.

Dear Sir:

We have received your circular explaining all about the old Spanish songs of the Southwest which you have collected for a good many years. However, you did not give us the prices on these books. We are dealers here and think that we could sell quite a number of these during the tourist season this spring and summer and we would appreciate your advising us your quantity prices.

Very truly yours,

BABBITT BROTHERS TRADING CO.

WBL-JB

By

A handwritten signature in dark ink, appearing to read "W.B. Lummis", is written over the typed name "BABBITT BROTHERS TRADING CO." and the word "By".

Feb. 14, 1924.

Babbitt Bros,

Flagstaff, Ariz.

Gentlemen:

I have yours of February 13. Answering a former request from you, I sent you not only a circular but the following letter:

Feb. 4, 1924.

Babbitt Bros.
Flagstaff, Ariz.

Gentlemen:

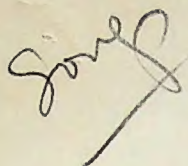
Wholesale price on my new Book "Spanish Songs of Old California" 50% off.
In lots of 50 I can give you 40% off. In both cases you pay the carriage.

The Book is already in its Third Edition and going strong.

Yours truly,

I agree with you that there is no doubt you can sell a good many copies especially during the tourist season.

Yours truly,



BABBITT BROS. TRADING COMPANY

General Offices at FLAGSTAFF, ARIZONA

Order N^o 11775

Req'n. No. 2672

PURCHASE ORDER

Date 6-3-24

To Chas F. Lummis,
Los Angeles, Calif

IMPORTANT

Place our ORDER NUMBER on invoice. Attach bill of lading and mail promptly to Babbitt Bros. Trading Co.

Ship to Ourselves

at Flagstaff Arizona

At Flagstaff, Arizona. Via POST

F. O. B.

Render a separate invoice IN DUPLICATE for each order.

If PREPAID, attach Freight or Express Receipt to order.

We reserve the right to deduct all Cash Discounts if delay in remitting is occasioned by your failure to comply with instructions given hereon.

PRICES QUOTED

5 Spanish Songs of Old

1.50
Less 30%

Sample Order

45
225

PLEASE STATE TERMS ON INVOICE

SHIPPING INSTRUCTIONS

If you cannot fill this order at once, or as directed, notify us immediately. This order must not be filled at higher prices than last quoted or charged. Number and weight of each Case, Barrel, Roll or Package must be plainly marked on Shipping Receipt and on each Package. All shipments must be properly classified in accordance with Trans-Continental Freight Bureau Tariffs. Improper classification causing higher rate will be charged to your account.

BABBITT BROS. TRADING CO.

By 